

Business Voice

LAS VEGAS METRO CHAMBER OF COMMERCE

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| JUNE 2016

WHAT DOES A **CHAMBER OF** COMMERCCE **DO?**

pg. 14



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The Metro Chamber's new workers' compensation plan through First Choice Casualty Insurance Company gives you peace of mind that your business is covered and you're receiving member-exclusive competitive rates.

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Your Chamber.
Your Champion.

KRISTIN MCMILLAN
PRESIDENT & CEO

W

e recently surveyed our members, and one comment especially resonated with me: "I'm very proud to be a member of such a 'champion' chamber."

That is what *your* chamber is for you, your business, and your employees. We are a champion of *your* business. This month, we examine not only what a chamber does for a business or a community, but what *your* Metro Chamber does for *your* business and *your* community every single day.

No two chambers are exactly alike because they are reflections of the composition and cultures of the communities they serve. But there are common threads - most chambers of commerce champion pro-economy policies, work alongside other community stakeholders to promote a region's assets and solve its greatest challenges, and provide opportunities that foster business growth. Also, while times have changed, chambers are still viewed as an effective way to gain credibility in the marketplace. In fact, according to a recent study by the Shapiro Group and Market Street Services, a consumer is much more likely to purchase goods or services from a company that is a member of their local chamber. The study also finds that active chamber membership is viewed as an effective overall business strategy, and boosts the credibility of a business even more when it comes to communicating its sound business practices and trustworthy reputation. It can take years to build up your brand's credibility. Using your chamber can help move the needle faster.

So how does the Metro Chamber champion your business? In our survey, our members relayed that we have been, "great at educational programs and introductions to people and understanding the local and state political climate;" that we "keep the pulse on Las Vegas and are watching out for its best interests." Many touted our programs and networking opportunities, with a particularly powerful testimonial of, "I don't mind going to the events by myself because I will always meet people when I get there." Across the board, representing all of our membership levels and business sizes, we found that our members recognize how we champion pro-economy policies and people, work collaboratively to create more opportunities for our region, and provide resources that they need to grow and thrive. As you'll read, the Metro Chamber has had a pivotal role in some of Nevada's greatest achievements, and continues to play a vital role in positioning our region for future growth.

Every day, every single employee of the Metro Chamber - and a large number of dedicated volunteers - champion *you*, our members, to help you grow your business, create jobs, and make this region as vibrant and dynamic as possible. For a city to be great, its businesses must thrive. It's your membership in the Metro Chamber that makes *that* happen.

As you'll read on, it's not just about what a chamber of commerce can do for you or your community. It's about what *your* chamber of commerce does every day for you. Your membership matters, and we thank you for your support.

Wake up your smart.



npr.vegas



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Las Vegas Metro Chamber of Commerce
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President & CEO
Las Vegas Metro Chamber of Commerce

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EDITORIAL POLICY:

The *Business Voice* is a member newsletter of the Las Vegas Metro Chamber of Commerce. The Las Vegas Metro Chamber of Commerce welcomes input, ideas and suggestions from our members. As with any periodical, we must adhere to strict deadlines and we reserve the right to edit all materials submitted for publication. Commentaries that are marked as such do not necessarily reflect the opinion or position of the Chamber, its trustees or employees. The Chamber cannot guarantee the validity or accuracy of the contents of paid advertisements. Questions or concerns about content of the *Business Voice* can be addressed to Vice President of Marketing, Las Vegas Metro Chamber of Commerce, 575 Symphony Park Avenue, Suite 100, Las Vegas, NV 89106.

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an organization of businesses seeking to further
their collective interests, while advancing their
community, region, state, or nation.

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VEGAS YOUNG PROFESSIONALS

Chamber News



Nominate Today: Recognize Outstanding Customer Service in Las Vegas!

Reward the individuals who give you great customer care by nominating them for a Customer Service Excellence Award. Whether it's the server who always remembers your lunch order, the concierge who takes care of special clients, or the receptionist who asks you how your kids are, it's important to recognize the people who make Las Vegas a better place to work and live. To nominate someone who provides you with great customer care or to get your company enrolled in this free turnkey program by the Metro Chamber and the Las Vegas Convention and Visitors Authority, visit LVChamber.com/cse or contact Pomai Weall, Customer Service Excellence coordinator, at 702.641.5822 or pweall@lvchamber.com. The deadline for inclusion in the July 29 event is Thursday, June 30.

Celebrate Leadership Advance & Leadership Las Vegas, Classes of 2016!

Congratulations to the Leadership Las Vegas and Leadership Advance Classes of 2016! Join the Metro Chamber Foundation, Leadership alumni, and community leaders as the 2016 classes of Leadership Las Vegas and Leadership Advance graduate from ten months of intensive community education, leadership development, and skill building. The Leadership Advance graduation ceremony will be held Thursday, June 16, from 6:00 – 8:30 p.m. at Texas Station Gambling Hall & Hotel. Tickets are \$50 per person and a table of 8 is \$400. The Leadership Las Vegas graduation ceremony will be held on Friday, June 17, from 6:00 – 8:30 p.m. at Four Seasons Hotel Las Vegas. Tickets are \$100 per person and a table of 10 is \$1,000. For more information and to purchase tickets, visit leadership.vegas.



Boost Your Brand and Build New Contacts at Business Expo

Engage with thousands of business-building opportunities at Business Expo, the Metro Chamber's signature annual trade show and networking event, on Wednesday, June 15, from 11:00 a.m. – 5:00 p.m. at Cashman Center. This "pop-up" community event is an excellent opportunity to see what's new in the Las Vegas marketplace from more than 120 exhibitors, as well as mingle with nearly 2,000 attendees, sample signature dishes from some of Las Vegas' most popular eateries, meet one-on-one with procurement representatives in the Procurement Lounge, visit with various government agencies and entities in Resource Square, and access show-only giveaways and specials from exhibitors. This year, the Metro Chamber is introducing "Chamber U Live," two dedicated education stations on the show floor with short informational sessions on timely and relevant business topics to help you stay ahead of trends and gain information you need to know to run your business. Stay connected on social media during Business Expo by tagging your photos with **#BizExpo**. Tickets are just \$10 and can be purchased online at LVChamber.com or at the door. Exhibitor opportunities are also available exclusively for Metro Chamber members in good standing.

NO, IT'S NOT THE HANDLE TO YOUR NEW ION-FLUX HARD DRIVE.

New technology is changing how you do business in Las Vegas. Even your equipment will help you work faster, smarter and more efficiently. And by upgrading to water-smart devices, you can receive up to \$50,000 in rebates. Call our conservation specialists at 702.862.3736 to find out how you can start saving.



The Southern Nevada Water Authority
is a not-for-profit water utility.

News You Need



Serve Clark County on a Public Board!

Clark County offers several opportunities to serve the community by applying to volunteer to serve on one of many public boards, councils, or commissions. There are currently vacancies on the following boards: Combined Board of Building Appeals; Family Services Citizens Advisory Committee; Juvenile Justice Services Citizen Advisory Council; Shooting Complex Advisory Committee; Social Services Citizen Advisory Council; and the Henderson District Public Libraries Board of Trustees. These boards either have continuous application periods or designated deadlines. For more information on deadlines, requirements, and how to apply, visit clarkcountynv.gov.



CBER's 2016 Midyear Economic Outlook

The Center for Business and Economic Research (CBER) at UNLV's Lee Business School will hold its 2016 Midyear Economic Outlook Conference on Thursday, June 23. This is a great opportunity to learn about the current and future forces that will shape the U.S., Nevada, and Southern Nevada economies. The event will be held at the Venetian|Palazzo, from 8:00 – 10:30 a.m. Early registration for the conference is \$80 per person and increases to \$100 after June 16. For more information and to register, visit cber.unlv.edu.

Things You Should Know About Filing Late and Paying Penalties

April 18 was this year's deadline for most people to file their federal tax return and pay any tax they owe. If you are due a refund, there is no penalty if you file a late tax return. If you owe tax, and you failed to file and pay on time, you will most likely owe interest and penalties on the tax you pay late. To keep interest and penalties to a minimum, you should file your tax return and pay the tax as soon as possible. Additionally, you should still file even if you can't pay, as there are many payment options available. For more information, visit irs.gov.

Better Business Bureau Releases Top Five Summer Scams

The Better Business Bureau, in advance of summer vacation and home repair season, has released its annual list of the top five summer scams. These include fake travel agents and websites for too-good-to-be-true summer vacation deals; unlicensed movers and scammers; summer concert ticket scams and phony sellers; high-pressure door-to-door sales tactics, especially those that include an open-ended completion date or blank spaces; and job scams for seasonal employment. For more information, visit bbb.org.

For Your Benefit

Office Depot Store Purchasing Card Gives You and Your Employees Access to Savings

Did you know you can offer your Metro Chamber member Office Depot savings perk to your employees and their families? Using a Metro Chamber store purchasing card (no credit card required, available online, and with the ability to print as many as you need for your employees) gives your employees access to in-store savings of hundreds of everyday office supplies, technology, furniture, green products, and more. These cards are available at no cost to employers and are available for any Metro Chamber member in good standing and their employees. For more information, contact your member engagement liaison at 702.641.5822 or visit LVChamber.com.



Let's talk about a brighter future.

At Valley Electric Association, we are on the forefront of technological innovation as a part of our mission to improve efficiency and service within our industry. It goes beyond online payments and advanced utility management tools for our members. We also have one of the largest domestic solar water heating programs in the nation, and we're leading the way in leveraging renewable energy contracts and providing service to people as far away as California. That means more jobs. More progress. And more advancement for Nevada, and for you.

Together, we're doing powerful things.

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SOUTHERN NEVADA FORUM

Priorities Set for the 2017 Legislature

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he Las Vegas Metro Chamber, along with more than 300 attendees including Southern Nevada legislators, local

government officials, business leaders, and other community stakeholders, voted on regional priorities for the 2017 legislative session.

The following priorities were advanced:

ECONOMIC DEVELOPMENT PRIORITIES

Continued Investment in the UNLV Medical School

- Support a \$17.1 million increase to the UNLV School of Medicine's base budget
- Build a robust and sustainable physician pipeline
- Improve access to care, especially for Medicaid and the underserved population
- Advance medical research
- Generate an economic impact for the community and state

Support of Fuel Revenue Indexing

- If the ballot initiative passes, then no further legislative action is required.
- If the ballot initiative does not pass, then an alternative will need to be developed.

Industrial Sites - State Funding Formula for Infrastructure

- Nevada must develop a process or program whereby funding is set aside to construct infrastructure to identified business park sites.

WORKFORCE DEVELOPMENT PRIORITIES

Support of community colleges and workforce development

- Enhanced weighted student credit hour for technical programs at the community colleges that currently cost more to deliver due to increased equipment and space requirements
- Sustaining and growing the WINN Fund

Support a health sciences building at the CSN Henderson campus

- CSN proposes to team up with its partners at Nevada State College to further increase the number of nurses and other healthcare professionals.
- Additional facilities are critical to expand the training in this area.
- Construction of a 70,000-square-foot health & science building at CSN's Henderson campus

Support the Workforce Innovation and Opportunity Act

- Integrate all of the state's workforce development resources
- This includes the sharing of workforce information and job seekers skills data.

GOOD GOVERNANCE PRIORITIES

Support property tax reform efforts

Support additional federal grant dollars and reporting system to ensure Southern Nevada receives equitable funding

Support additional state board and commission seats for Southern Nevada

HIGHER EDUCATION PRIORITIES

Support the continued operational funding for the UNLV School of Medicine, while also advocating for increased financial support for Graduate Medical Education (GME) for all of Nevada's medical schools

Support the Silver State Opportunity Grant by advocating for it to become a permanent program and to allow for greater flexibility pertaining to the credit hours requirement per year

Support capacity building for workforce development with a priority focused on community colleges

K-12 EDUCATION PRIORITIES

Provide additional funding for early childhood education

Provide for adequate and equitable funding for K-12 education: increase the base; continue movement on recommendations of K-12 Funding Formula (weighting for ELL and



LAS VEGAS METRO CHAMBER OF COMMERCE ENDORSED CANDIDATES



NEVADA STATE SENATE

SD 4 **Kelvin Atkinson (D)**
SD 6 **Erv Nelson (R)**
SD 7 **David Parks (D)**
SD 11 **Aaron Ford (D)**
SD 15 **Heidi Gansert (R)**
SD 18 **Scott Hammond (R)**
SD 19 **Pete Goicoechea (R)**

AD 26 **Jason Guinasso (R)**
AD 27 **Teressa Benetiz Thompson (D)**
AD 28 **Edgar Flores (D)**
AD 29 **Stephen Silberkraus (R)**
AD 30 **Michael Sprinkle (D)**
AD 34 **Zach Conine (D)**
AD 35 **Tiffany Jones (R)**
AD 36 **James Oscarson (R)**
AD 37 **Glenn Trowbridge (R)**
AD 42 **Irene Bustamante Adams (D)**

NEVADA STATE ASSEMBLY

AD 1 **Daniele Monroe-Moreno (D)**
AD 2 **John Hambrick (R)**
AD 3 **Nelson Araujo (D)**
AD 4 **Kenneth Rezendes (R)**
AD 5 **Artemus Ham (R)**
AD 6 **William McCurdy (D)**
AD 7 **Dina Neal (D)**
AD 8 **Jason Frierson (D)**
AD 10 **Chris Brooks (D)**
AD 11 **Olivia Diaz (D)**
AD 13 **Paul Anderson (R)**
AD 14 **Maggie Carlton (D)**
AD 15 **Elliot Anderson (D)**
AD 16 **Heidi Swank (D)**
AD 17 **Tyrone Thompson (D)**
AD 18 **Richard Carrillo (D)**
AD 19 **Chris Edwards (R)**
AD 20 **Ellen Spiegel (D)**
AD 21 **Derek Armstrong (R)**
AD 22 **Keith Pickard (R)**
AD 23 **Melissa Woodbury (R)**
AD 24 **Amber Joiner (D)**
AD 25 **Jill Tolles (R)**

CLARK COUNTY COMMISSION

Dist. A **Steve Sisolak (D)**
Dist. B **Marilyn Kirkpatrick (D)**
Dist. C **Larry Brown (D)**
Dist. D **Lawrence Weekly (D)**

NEVADA BOARD OF REGENTS

Dist. 6 **Peter Goatz (N-P)**
Dist. 7 **Mark Doubrava (N-P)**
Dist. 13 **John Moran (N-P)**

CLARK COUNTY BOARD OF SCHOOL TRUSTEES

Dist. A **Deanna Wright (N-P)**
Dist. C **Adam Johnson (N-P)**

NEVADA STATE BOARD OF EDUCATION

Dist. 1 **Tim Hughes (N-P)**
Dist. 3 **Felicia Ortiz (N-P)**
Dist. 4 **Mark Newburn (N-P)**

students in poverty, increase GATE funding); provide additional funds to increase number of schools in ZOOM and Victory School Projects

Provide initial teacher licensure reciprocity relief for educators relocating from other states and/or consider removal of other possible licensure barriers to increase teacher recruitment pipeline

HEALTH CARE PRIORITIES

Regionalization of mental health services

Consolidation of, or a single overarching body with regard to mental health providers and regulators

Raising of reimbursement rates and mandating the recalculation of base reimbursement rates for all providers and adding ongoing rebasing on a periodic basis

TRANSPORTATION AND INFRASTRUCTURE PRIORITIES

Monitoring, Management and Mitigation (3 M) Plans

Utility Infrastructure Fund

Transportation Priority

- Transportation Infrastructure Bank
- Public private partnerships
- RTC-enabling language



Paid for by the Las Vegas Metro Chamber of Commerce. For more information on these endorsements, or to learn more about BizPAC's Strength in Numbers campaign, visit LVChamber.com.

Your scene | You're seen

Eggs & Issues featuring U.S. Congresswoman Dina Titus



U.S. Congresswoman Dina Titus, representing Nevada's First Congressional District, addressed Metro Chamber members on federal issues impacting Nevada's business community. After her remarks, she took questions from the audience and participated in a meet-and-greet with President's Club members.

Ethel M Experience



President's Club members and Political Visionary BizPAC donors were treated to an evening of chocolate tasting at Ethel M Chocolate Factory and Cactus Garden's new tasting room. Guests also enjoyed light bite pairings with their chocolate, cocktails, and the opportunity to build high-level professional relationships in Ethel M's world famous cactus garden.

The Nevada Broadcasters Association **21ST** HALL OF FAME GALA

HONORING

Lifetime Achievement Award

Emily Neilson & Paula Francis

Special Honors

Tony Sacca & Rich Abajian

Pinnacle Award

Senator Gordon Smith, President & CEO
National Association of Broadcasters

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5:30PM COCKTAILS

7:00PM DINNER

THE FOUR SEASONS LAS VEGAS

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702-794-4994

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Partner with the Nevada Broadcasters Association to spread your Public Education Message

Reach + Frequency = RESULTS!

The NVBA's Public Education Partnership is the most cost-effective way to reach the public through Radio and Television



**For more information call Eric Bonnici
702-794-4994**

WHAT DOES A CHAMBER OF COMMERCE DO?

What a chamber of commerce does is a question we are frequently asked.

Simply put, we champion a prosperous community – it is our sole reason for being.

So what exactly does a chamber of commerce do, for both a member business and the community?

A chamber is an organization that helps to further growth in a community. How it serves that mission through benefits, services, and products is where chambers differ. Each chamber is unique to the audience it serves, but the commonality between all chambers is that they strive to be the underlying support network and the unified voice for the businesses

they serve. A chamber accomplishes this through a group of members invested in strengthening the community, bettering the business climate, and creating opportunities for their respective region to advance in the global economy.

Here is how chambers of commerce generally break down accomplishing these goals:

A chamber of commerce – depending upon its size and composition – formidably champions pro-economy policies and people. Historically, chambers of commerce have provided guidance on policy issues and topics that impact the local business community, on everything from transportation to economic development and workforce issues. Chambers of commerce will usually

liaise on a local level, and as they get larger and gain a critical mass of members, will also weigh in on state and sometimes federal issues as they pertain to the business community and potential impacts on it.

Many businesses do not have the resources or time to dedicate an in-house person to regulatory and government affairs. To be constantly vigilant of legislation and regulatory matters that could potentially derail businesses from hiring and growing, as well as advance issues that could bolster business development, takes an immense store of energy, time, and resources. Chambers of commerce serve smaller businesses in this respect by acting as their in-house lobbyist and government affairs representative and speaking for the business community on myriad issues that they would not otherwise be able to testify, write letters in



Chamber of commerce (n): an organization of businesses seeking to further their collective interests, while advancing their community, region, state, or nation.

support of or against, and work with legislators at all levels. Chambers will work in tandem with members representing larger businesses to create synergies and opportunities for collaboration in regards to government affairs matters.

What YOUR Chamber Does: With an in-house policy shop of four full-time staff persons, guided by the Government Affairs Committee, as well as a local and state lobbying team and a federal lobbying team, the Metro Chamber advocates at all levels of government for its members and the Southern Nevada business community on issues as broad as education reform and infrastructure investment to region-specific, such as securing more funds from the Department of Homeland Security to protect our tourism assets from potential terrorist threats. You can stay up-to-date with the government affairs team by reading the biweekly “Rundown” e-newsletter or by reaching out to them at 702.641.5822.

Since the inception of chambers of commerce, membership has often connoted a business’ trustworthiness and community-minded culture. In this regard, **a chamber helps give credibility to a business and show that it is trustworthy.** In fact, in a recent survey from The Shapiro Group, when consumers know that a business is a member of their local chamber, they are 44 percent more likely to think favorably of it and 63 percent more likely to purchase goods or services from the company in the future. And identifying a business as a chamber member is much easier in the digital age. Customizable profile pages, social media badges, plaques, and window clings can help distinguish a business as a chamber member and help send the message that the business is community-minded and reputable.

What YOUR Chamber Does: You can place your window cling and membership plaque at your place of business, and use the official Metro Chamber “Proud Member” logo for business cards, your

website, emails, etc. Your profile page on LVChamber.com can be personalized with your company’s logo, photos, social media handles, and even a video, to help potential customers get familiar with your business and how it can serve them.

A chamber is a chief negotiator for cost-savings programs and benefits.

It can often negotiate group pricing for office supplies, workers’ compensation insurance, shipping, software, and other products and services, so its smaller members can take advantage of pricing structures to which they normally wouldn’t have access (or pricing mostly reserved for large corporations with significant buying power, and therefore, better negotiating power).

What YOUR Chamber Does: There are nearly 20 discount and savings programs with every Metro Chamber membership package, including Office Depot, UPS shipping, Dell computers and software, workers’ compensation insurance, and more. Members can harness the buying power of the entire chamber membership and have access to

Communities rally around strong leaders, and chambers of commerce have led the charge in improving and protecting the business communities they serve.

competitive pricing on everyday business expenditures.

Chambers of commerce convene the business community by providing programs and opportunities to educate business owners and operators on relevant topics, as well as provide venues for meeting one another, growing business relationships, and increasing referrals. Chambers will also bring in local business and community leaders for Q&A opportunities and keynote addresses to educate or inform members on an issue. These types of programs aim to increase business activity and promote a unified business community.

In addition, to help increase the leadership capacity of a region and educate local leaders about relevant community issues, some chambers present leadership development classes, either as a long-term track or as “one and done” education sessions.

What YOUR Chamber Does:

The Metro Chamber hosts more than 100 events each year, dividing programming between morning, lunchtime, and afterhours periods to cater to different schedules. In addition, the Metro Chamber produces two leadership development programs, Leadership Las Vegas and Leadership Advance, to help

give our community’s engaged and emerging leaders an edge in addressing our region’s challenges.

Chambers of commerce, since their inception in the United States more than two centuries ago, have helped shape some of the most powerful policies that have defined pivotal moments in our nation’s history. The Metro Chamber, formed in the earliest days of Las Vegas, had a hand in bringing the Hoover Dam to Southern Nevada, creating the first tourism campaigns to make Las Vegas a premier travel destination, and solidifying various legislative and real estate partnerships to make McCarran International Airport and Nellis Air Force Base a reality. More recently, it was one of the driving forces behind the designation of the Interstate 11 corridor between Phoenix and Las Vegas, and a major advocate for the funding of the UNLV School of Medicine in the 2015 Legislature.

Communities rally around strong leaders, and chambers of commerce have led the charge in improving and protecting the business communities they serve. Now, perhaps more than ever, the need for belonging and the cause of advancing a strong, supported, and unified business community is imperative for our future success – as a city, as a region, and as a country.

Chamber of Commerce Mythbusters:

Chambers are part of the local government.

While many chambers enjoy productive working relationships with their local and state municipalities, those relationships are voluntary. Chambers of commerce are completely separate from, do not receive funding from, and do not operate as “chapters” of any jurisdiction.

Chambers are only for big business.

Many chambers’ memberships are comprised primarily of small business members. The Las Vegas Metro Chamber, the state’s broadest based business organization, counts entrepreneurs and single-employee entities and the state’s largest employers as members, but more than 80 percent of its membership consists of businesses with fewer than 25 employees.

The Chamber will do it with or without me, so it doesn’t matter if I join.

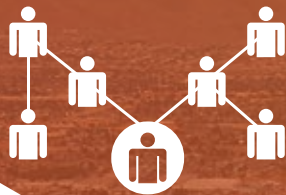
While a chamber’s mission is to advance business in a given community or geography, it cannot function without the support of members. Aside from the monetary resources of membership dues, a strong and invested chamber membership sends a powerful message of a united business community dedicated to advancing the local economy. This messaging resonates with audiences as large as federal elected officials, who will ask a chamber about overall business impact of a piece of legislation, to large business service organizations designing group discount programs. But it takes numbers to have that kind of impact on a community. If not you, then who?

WE WORK FOR YOU!

Through your Chamber membership, you have access to members-only perks, exclusive networking opportunities, and ways for you to learn, boost your brand and create buzz for your business!

NETWORKING

More than 100 annual events for you to meet new contacts and create business relationships.



DISCOUNTS

Increase your purchasing power through deep discounts on everything from office supplies to shipping, software purchases and more.



LEARNING

Get need-to-know updates and business information through Chamber University, the Small Business Resources Center, emails and the *Business Voice*.



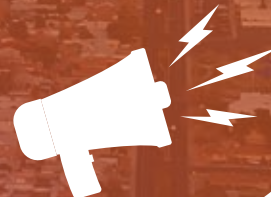
VISIBILITY

Boost your brand through a variety of publicity tools and exhibiting opportunities, such as Preview Las Vegas and Business Expo.



VOICE

The Metro Chamber's advocacy efforts give you a voice in the local, state and federal government. The Chamber keeps Nevada businesses' concerns front-and-center with legislators.



CREDIBILITY

Consumers are more likely to do business with a Chamber member. Chamber membership enhances your business' reputation and shows you are an engaged, involved member of the business community.



LAS
VEGAS
METRO
CHAMBER OF COMMERCE



Get Connected at the **GOVERNOR'S CONFERENCE** on Business 2016

F

ive years ago, the State of Nevada Department of Business and Industry developed a plan to host a comprehensive, one-stop resource event to help promote the development and growth of small business in the midst of the economic recession. The inaugural Governor's Conference on Business was born in the fall of 2012 and is hosted annually on a rotating basis between Reno and Las Vegas. This year, the conference will be held September 30, at the Rio All-Suite Hotel and Casino in Las Vegas.

Like the economy, the conference – now in its fifth year – has grown and improved over time. But the goal remains the same: provide a comprehensive one-day event where businesses can network, learn and grow. This year's conference theme, Get Connected Nevada!, conveys a focus on helping you make the connections you need to succeed. Here are three ways you and your business can get connected at this year's event.

1 - Pitch

The Business Pitch Competition, sponsored by AT&T, Microsoft and Vast, is open to any Nevada-based business in operation for two years or less with annual gross revenues under \$250,000. If your business fits this profile, apply today for a chance to win cash and in-kind services valued at \$23,500 total that will help boost your early stage venture! Applications submitted will be reviewed and scored by an esteemed panel of judges. Ten finalists will be invited to make a two-minute pitch at the Governor's Conference. Cash and prizes for the top two companies, as determined by the judges, will be awarded at the luncheon. And for the first time, a People's Choice Award category has been added for the pitch that receives the most audience votes. The deadline to submit a complete application packet and required documentation is August 19.

2 - Exhibit

Do you own or work for an established company looking to grow your business and develop new leads? Perhaps you're just getting a business started and looking for an affordable way to gain more exposure for your goods or services on a tight budget. Exhibiting at the Business Resource Expo is a great way for your B2B company to network and interact with potential customers. The number of morning breakout sessions has been minimized to provide more opportunity for attendees to network and locate the resources they need, and give exhibitors more face time with prospective customers. Booth selection is first-come, first-served, so register early to have access to the best booth locations.

3 - Attend

Conference attendees will have access to more than 100 business service providers, funders, development authorities, government entities, licensing divisions, and B2B companies at the Business Resource Expo. Two breakout sessions, including the Business Pitch Competition, are offered in the morning. The conference luncheon features a plated lunch program with special guest speakers Kristi Overgaard and Adam Kramer of Switch, the world leader in colocation data center design, development and mission critical operations, and a keynote address by Governor Brian Sandoval.

**REGISTRATION IS NOW OPEN.
FOR MORE INFORMATION ABOUT
THE CONFERENCE, PLEASE VISIT
BUSINESS.NV.GOV/GCB/HOME.**



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What's Happening

PLACES TO BE. PEOPLE TO MEET. THINGS TO KNOW. IN **JUNE**.

How to Register:

Visit LVChamber.com and
click on the Events Calendar.

Call 702.641.5822.

Business Expo

Wednesday, June 15
11:00 a.m. – 5:00 p.m.

Cashman Center

7

TUESDAY, JUNE 7 CHAMBER VOICES TOASTMASTERS

Become a better speaker and a more effective presenter by joining Chamber Voices Toastmasters. Open to all members.
11:30 a.m. – 12:45 p.m.

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

\$54 every six months. Guests always complimentary.

7

TUESDAY, JUNE 7 CHAMBER CONNECTIONS

Chamber Connections is a dedicated leads group comprised of professionals from a variety of industries. This is a place for professionals to grow their network and their businesses by sharing contacts, referrals and ideas.

5:30 – 7:00 p.m.

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

Contact chamberconnections@lvchamber.com or call 702.641.5822 for space availability and cost.

9

THURSDAY, JUNE 9 VEGAS YOUNG PROFESSIONALS FUSION MIXER

Join us at Town Square inside Stoney's Rockin' Country for some great networking. Two-step your way across the dance floor or enjoy a little ride - and confidence boost - on the mechanical bull. Mosey up to the bar with new business acquaintances while listening to your favorite country and rock hits.

6:00 – 8:00 p.m.

Stoney's Rockin' Country
6611 Las Vegas Blvd.

\$10 Pre-registered

\$15 At the door

Presenting Sponsors: Cox Communications, UnitedHealthcare
Media Sponsor: Vegas Seven Magazine

13

MONDAY, JUNE 13 VEGAS YOUNG PROFESSIONALS TOASTMASTERS

The VYP Toastmasters group is for all members to aid in the development of speaking, presentation and leadership skills.
6:30 – 8:00 p.m.

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

Complimentary for guests

\$60 to join, \$36 every six months.

Presenting Sponsors: Cox Communications and UnitedHealthcare

15

WEDNESDAY, JUNE 15 BUSINESS EXPO 2016

Business Expo is the Las Vegas Metro Chamber of Commerce's annual high-energy, high traffic trade show, attracting about 2,000 attendees and 150 exhibitors in a dynamic business-to-business atmosphere. Create new business opportunities as you explore Expo's "pop-up" business community, take in one of the brand-new education sessions, mingle in the park, and check out the latest in the Las Vegas marketplace!

11:00 a.m. – 5:00 p.m.

Cashman Center

850 Las Vegas Blvd.

\$10 – Tickets

Platinum Sponsors: AdUS Inc., Chamber Insurance & Benefits, Cox Communications & Wells Fargo

Exclusive Education Station Sponsor: Nevada State Bank

Gold Sponsors: CenturyLink, KNPR Nevada Public Radio,

Kaercher Insurance, Nevada Broadcasters Association,

Nevada Drug Card, NV Energy, Las Vegas Review-Journal,

Sunrise Hospital, and Vegas PBS

Shuttle Sponsor: Lewis Stages

00 - CHAMBER EVENT

00 - VYP EVENT

June Sponsors:



16

THURSDAY, JUNE 16
LEADERSHIP ADVANCE CLASS OF 2016
GRADUATION CEREMONY

Celebrate the Leadership Advance, Class of 2016, as they graduate from this preeminent leadership and community development program.

6:00 – 7:00 p.m. Reception

7:00 – 8:30 p.m. Dinner/Program

Texas Station Hotel & Casino

2101 Texas Star Ln.

Complimentary for Leadership Advance 2016 class member and one guest

\$50 per person, \$400 Table of Eight

Program Sponsors: Bank of Nevada, Cox Communications, Sunrise Hospital & Wells Fargo

Graduation Sponsor: Station Casinos

17

FRIDAY, JUNE 17
LEADERSHIP LAS VEGAS CLASS OF 2016
GRADUATION CEREMONY

Celebrate the Leadership Las Vegas, Class of 2016, as they join more than 1,200 alumni of the Valley's premier executive development program.

6:00 – 7:00 p.m. Cocktails

7:00 – 8:30 p.m. Dinner/Program

Four Seasons Hotel Las Vegas

3960 Las Vegas Blvd. S.

Complimentary for Leadership Las Vegas 2016 class member

Guests: \$100 Attendee or \$1,000 Table of Ten

Program Sponsors: Bank of Nevada, The Cosmopolitan of Las Vegas, Cox Communications, Geotab, Goodwill of Southern Nevada, Inspire, The Howard Hughes Corporation, Las Vegas Review-Journal, MGM Resorts International, Opportunity Village, Showtime Tours, Sunrise Hospital, & Wells Fargo

12

TUESDAY, JUNE 21
CHAMBER VOICES TOASTMASTERS

See June 7

21

TUESDAY, JUNE 21
CHAMBER CONNECTIONS

See June 7

27

MONDAY, JUNE 27
VEGAS YOUNG PROFESSIONALS TOASTMASTERS

See June 13

28

TUESDAY, JUNE 28
MORNING MINGLE

Members will have the opportunity to introduce themselves and their business, build a rapport with one another, make connections and become part of the Metro Chamber's member network.

7:30 – 8:00 a.m. Registration & Networking

8:00 – 9:30 a.m. Program

Golden Nugget Hotel & Casino

129 Fremont St. Experience

Complimentary

Sponsor: Wells Fargo

28

TUESDAY, JUNE 28
VEGAS YOUNG PROFESSIONALS BIZ 101

Making connections and meeting new contacts is imperative to growing your business. Join VYP for our next session of Biz 101 where we will discuss why it's important to form meaningful professional relationships and how you can start building real connections.

5:30 – 6:00 p.m. Registration & Networking

6:00 – 8:00 p.m. Program

Las Vegas Metro Chamber of Commerce

575 Symphony Park Ave., Ste. 100

\$15 Pre-registered

\$20 At the door

Presenting Sponsors: Cox Communications and UnitedHealthcare

Media Sponsor: Vegas Seven Magazine

In The Know

Legal Guidelines for Organizations Conducting Charitable Raffles and Business Sweepstakes

R

affles or sweepstakes are a great way for Nevada charitable organizations or businesses to promote themselves while adding an element of excitement to events or marketing campaigns. However, charitable groups operating raffles and businesses that offer sweepstakes should take care in setting up these events to ensure that they are not unknowingly violating Nevada's gambling laws and risking criminal penalties.

Charitable Organizations & Raffles

Raffles, also known as charitable lotteries, involve selling tickets or chances to win prizes. Outcomes of raffles are determined by random chance, not skill. The Nevada Gaming Commission and the Gaming Control Board regulate the operation of raffles in Nevada. Only qualified non-profit alumni, charitable, civic, educational, fraternal, patriotic, political, religious, or state or local legal veterans' organizations may lawfully hold raffles.

Generally, notification to the Gaming Control Board is required if the total value of all raffle prizes is less than \$2,500 in a calendar year. Registration with the Gaming Control Board is necessary if the total yearly value of all raffle prizes is between \$2,500 - \$25,000. Approval from the Gaming Control Board is required if the total yearly value of all raffle prizes is \$25,000 - \$500,000. Non-profit organizations must submit the applicable forms to the Gaming Control Board at least 30 days before advertising the raffle or selling tickets.

Non-profit organizations are limited in how and where they may sell raffle tickets. Tickets may not be sold over the Internet and mailing raffle tickets to out-of-state purchasers potentially violates federal law. Permission from the Gaming Control Board is required before the organization may sell tickets outside of the primary Nevada county where the raffle will occur, including counties that border the primary county. Gaming Control Board permission is also necessary before an organization may conduct more than one raffle in any calendar quarter. Depending on the value of the prizes awarded to individual winners, the organization may be obligated to collect certain information from winners for tax reporting or withholding purposes.

Businesses & Sweepstakes

While for-profit businesses may not operate raffles, sweepstakes are a commonly-used alternative that can generate customer interest and excitement. Like raffles, sweepstakes involve awarding prizes based on chance. However, the key difference is that sweepstakes participants cannot be required to pay money or make a purchase in order to receive

a chance at winning the prize. By offering a "no purchase necessary" way to enter the sweepstakes, Nevada businesses can distinguish their sweepstakes from an unlawful lottery or raffle. It is important, however, that this free method of entry give participants an equal chance of winning.

Having a comprehensive set of official rules governing the operation of the sweepstakes is a way businesses can protect themselves in the event of a dispute with a sweepstakes participant or winner. These rules should cover topics such as: who is eligible to participate (including age or residency restrictions); how to enter the sweepstakes, including the free methods of entry; how the winner is selected and the odds of winning; what the prize will be; that the winner must pay all taxes; and how disputes will be handled.

Notably, sweepstakes laws and registration requirements can vary from state to state, so businesses are advised to seek legal guidance before offering a regional or nationwide sweepstakes. As with raffles, the business may also need to comply with certain tax reporting or withholding requirements depending on the value of the prizes.



Katherine L. Hoffman,
Attorney,
administration and
regulatory matters with
state and local agencies,
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President's Club

(B) William McBeath

President and CEO - The Cosmopolitan of Las Vegas

William McBeath serves as president and CEO of The Cosmopolitan of Las Vegas. McBeath joined MGM Resorts International in 1987 and has served as president and COO for The Mirage, Treasure Island, and Bellagio. Prior to joining The Cosmopolitan of Las Vegas, McBeath served as president and COO for CityCenter. McBeath has served as board chairman of the Las Vegas Metropolitan Police Department Fiscal Affairs Committee and as a member of the Las Vegas Convention and Visitors Authority Board of Directors.

(A) Bret Holmes

President -

Advanced Management Group

Advanced Management Group Nevada, LLC is a full-service real estate management company. With several years of experience, including conventional, hotel, and weekly property management, Bret Holmes works with property owners to achieve optimal results. Holmes has been president of the Nevada State Apartment Association and a delegate for the National Apartment Association.

**A****B****C****D**

(D) Renee Coffman

President - Roseman University of Health Sciences

Since 2011, Renee Coffman has served as president of Roseman University of Health Sciences, a Henderson-based private, not-for-profit educational institution she co-founded in 1999. During her first five years as president, she has helped advance the university's mission to positively impact the health, education, and wellness of the community through the establishment of a second campus in Southern Nevada, located in Summerlin, the expansion of medical research programs, and the founding of an allopathic College of Medicine.

(C) Joe Asher

CEO - William Hill Race & Sports Book

Joe Asher has been the CEO of William Hill US since 2012. Asher has a long background in the gaming industry and a passion for the sports betting business. Previously, Asher was an attorney and held management positions at several racetracks. Asher attended the University of Delaware and graduated magna cum laude from Widener University School of Law. Asher also served as a judicial clerkship with the Supreme Court of Delaware and is admitted to the bar in Delaware and New York.

Spotlights

(E) Todd Sklamberg

Chief Executive Officer – Sunrise Health System

Todd Sklamberg is the chief executive officer of the 700-bed hospital that is part of the Sunrise Health System in Las Vegas. Prior to that, Sklamberg served as the CEO of Sunrise Children's Hospital and as vice president of strategic operations and facilities for St. Louis Children's Hospital. Sklamberg has served the Las Vegas community on the Board of Trustees for the Sunrise Children's Foundation, March of Dimes, and Ronald McDonald House Charities, and currently is on the Las Vegas Metro Chamber of Commerce Government Affairs Committee.



(F) Raymond Specht

Vice Chairman – Toyota Financial Services

Raymond Specht serves as a director and is vice chairman for Toyota Financial Savings Bank. It provides products and services to Toyota and Lexus dealers across the country, as well as issues the Lexus Pursuits Visa credit card. Specht provides strategic guidance on federal and state legislation, the banking industry, FDIC, Nevada regulatory matters, the Community Reinvestment Act, and bank compliance. Specht received a Bachelor of Science degree in accounting, graduating magna cum laude from the University of Massachusetts.

(G) Paul Green

Campus Director – University of Phoenix

Paul Green joined the University of Phoenix in 1997 at the Utah campus where he served as operations manager, director of finance and director of business development for the Utah Southern learning centers. In 2003, Green launched a start-up campus in Spokane, Washington, where he was campus director for 10 years and now oversees the Las Vegas campus. Green earned his Bachelor's degree in finance from the University of Utah, and a Master of Business Administration degree from the University of Phoenix.



(H) Seth Ravin

CEO and Chairman of the Board – Rimini Street

Seth Ravin is a 30-year enterprise software veteran and pioneer of the independent software support industry. In 2005, Ravin launched Rimini Street to redefine enterprise software support. Previously, he held a variety of executive positions, including vice president of the customer sales division at PeopleSoft, Inc.

Member to Member

Working with Professional Contractors



owning and operating a business is hard. It involves long, stressful hours, sleepless nights, and surprisingly, a lot of guess work. If you have employees, their livelihoods depend on you leveraging resources to make the best decisions. You need help.

Hiring consultants, contractors, and freelancers provides an opportunity for you to inject professional knowledge and experience into your business in an efficient way. It also permits you grow to quickly and be agile during that process with minimal risk to your business.

BENEFITS OF HIRING A CONTRACTOR

Employ as Needed - Hiring a contractor carries the benefit of only utilizing their services as needed.

Expert Management - You are not an expert in your contractor's field, which means you're not prepared to determine if an individual is sufficiently skilled for a job. Professional contractors know their industry and what the standards are for performance.

Continuity - Turnover is to be expected. However, when a professional has left with specialized knowledge, it can cost you. Your contractor will be able to handle the internal knowledge transfer to insure you are unfazed by personnel changes.

Diversity in Experience - Each professional's skillset and knowledgebase is the result of their experiences in working with businesses like yours. Contractors work with dozens of businesses and help you benefit from that diverse experience.

LOCATING A CONTRACTOR

Metro Chamber Directory - The Las Vegas Metro Chamber has many small business members who have the specialized skillsets that you need. Your success is their success, so you can be assured they'll treat your business with the same personal investment that you have.

Word of Mouth - Attend a mixer and mingle with other business owners. Ask them who they are using and get expert tips straight from your peers.

Search Online - Your favorite search engine is likely to turn up some results, but also consider directories such as Yelp, Angie's List, and Guru.com to get the added benefit of community reviews.

WORKING WITH A CONTRACTOR

Evaluate Performance - When you're not an expert, it can be difficult to know if your contractor is doing a good job and what is "normal" for that type of work. You should consider collecting multiple quotes to compare and contrast before hiring. If possible, break the work up into phases or projects so that you can establish concrete milestones to evaluate performance. Finally, check

references. A reputable company will provide you with contact information to verify the accuracy of an estimate.

Discuss Expectations - Be very open and clear with your contractor about what you are hoping to achieve and what your constraints are. If you have concerns about output, unexpected costs, or other risks, make sure your contractor is aware so they can mitigate them.

Narrow the Communication Channel - Each side of the relationship should establish a single point-of-contact so that those two can work closely together with minimal overhead or confusion.

Pay Promptly and in Full - If your contractors are not getting promptly compensated, they are not likely to value your relationship. Bargaining on price after delivery of services is likely going to sour that relationship. Withholding payment for any reason is likely to lead to termination of the agreement.

Mediate Disputes - If you are unhappy with your contractor, let them know and give them the opportunity to make it right. If they are still unable to satisfy you, attempt to move on in the most graceful manner possible.



Written by Jesse Bethke, COO of Smart Software Solutions, Inc. Smart Software provides technical consulting services to the Las Vegas Metro area.

10TH ANNIVERSARY

Women's
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AUGUST 8 & 9 2016 LAS VEGAS

REGISTER NOW
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Join more than 1,000 motivated women along with a dynamic lineup of engaging and inspirational speakers for a two-day journey designed to enhance your career, build your professional network and maximize your leadership potential.

For more information and to register now, please visit mgmresortsfoundation.org

#WomenLead #WLC2016



Member News

RED - PRESIDENT'S CLUB MEMBER

Announcements

Nevada State Bank promoted Sonny Vinuya to vice president, professional banking relationship manager. In his new role, Vinuya will focus his expertise on serving high-net worth medical, legal, and CPA professionals.

Brownstein Hyatt Farber Schreck appointed Peter H. Ajemian to its intellectual property department. Ajemian joins the firm as a shareholder and has significant experience litigating in federal courts and before the Trademark Trial and Appeal Board.

Kolesar & Leatham named Joseph W. Brown as Of Counsel. A highly respected attorney and longtime leader in the state, Brown will continue his legal practice in the areas of government affairs, administrative law, and business law.

Anthony Aguilar, staff accountant at **Johnson Advisors**, recently became a CPA in the state of Nevada. A **University of Nevada, Las Vegas** graduate, Aguilar has been an associate with the firm since January 2014.

Piercy Bowler Taylor Kern welcomed Lauren Carpenter, MBA, back to the firm as a senior associate in its audit department, focusing primarily on 401(k) audits.

Southern Hills Hospital & Medical Center will build an 80-bed inpatient psychiatric facility attached to its existing structure on W. Sunset Rd. It is slated to break ground this year and open in 2017.

Vegas PBS recently named Cassandra Taloma as media relations specialist. She previously worked as a news reporter at the **Las Vegas Review-Journal** and as a communications intern at the city of Las Vegas.

Blue Heron named Kathy May as interior designer. In this position, May heads the furnishing division, working with clients to furnish their homes as well as handling the Blue Heron model homes.

The Utah Shakespeare Festival has been selected as one of three theatres to present the United States premiere of the play *Shakespeare in Love*, adapted from the Academy Award-winning film of the same name by Lee Hall.

Guardian Elite Medical Services promoted Orvis Slack to the position of operations manager and Elena Johnson to the position of EMS coordinator.

Wheeling and Dealing

Bank of America's new Las Vegas market president, Al Welch, hand-delivered 15 grants totaling \$192,000 to Southern Nevada nonprofits that provide workforce development and educational opportunities to help local residents succeed in today's evolving workforce.

Brownstein Hyatt Farber Schreck participated in a clean-up day at Halle Hewetson Elementary School, the school they have adopted for the school year. Colleagues built backpack hooks for the students and painted murals to brighten up the school grounds.

City National Bank announced that it is supporting the Las Vegas Veterans' Memorial project currently under construction with an \$11,500 donation.

Bill Nelson, a shareholder of **Piercy Bowler Taylor & Kern** and Chamber trustee, was appointed to the board of **Helping Hands of Vegas Valley**.

On World Wish Day, **Make-A-Wish Southern Nevada**, a nonprofit organization that grants wishes to children with life-threatening illnesses, received its own wish when **Allegiant Airlines** generously donated more than 7,500-square-feet of office space to the nonprofit organization.

University of Nevada Cooperative Extension partnered with **Sunrise Children's Foundation** Early Head Start Program to provide child care training for students from **Opportunity Village** participating in the Job Discovery Program.

United Way of Southern Nevada unveiled the UWSN | **Boyd Gaming** Community Meeting Room, in recognition of a \$750,000 donation by Boyd Gaming Corporation to help improve lives across Southern Nevada.

21st Century Oncology of Las Vegas was a platinum sponsor for the Second Annual Desert Grey Matters 5K in observance of Brain Tumor Awareness Month. The event raised more than \$36,000 for the Musella Foundation for Brain Tumor Research.

Community Service

Gaming manufacturer **DEQ Systems Corporation** relocated its operational headquarters to Las Vegas. The headquarters is a 5,000-square-foot building located at 6140 Brent Thurman Way.

Gabriel Brown, CEO of **Vivix Credit Solutions**, completed his second best-selling book, *From HomeLess to BlackCards*. The book is available through amazon.com.

Commercial Executives Real Estate Services represented Beltway One Development Group in the lease of office space located at 9121 W. Russell Rd, Suite 117. The transaction is valued at \$270,647.



The Las Vegas Metro Chamber of Commerce is proud to provide members with a place to publish their current announcements as a benefit of membership. Email news items to pr@lvchamber.com or fax to Public Relations at 702.735.0320.

Upcoming Events

Large Vision Business Network Mixer is hosting its 9th annual Health, Fitness and Beauty Affair Expo on Tuesday, June 7, at the Suncoast Hotel and Casino, from 6:00 – 9:00 p.m. The expo will feature health, fitness and beauty exhibitors, a Chef's Corner that will serve healthy samples for attendees, and a healthy pets area. For more information, visit pjproductionlive.com/LVBNM.

Long Life Dance Company presents *Once Upon A Time*, a dance concert on Sunday, June 26, at the Windmill Library Theater, from 3:00 – 5:30 p.m. The concert will pay homage to Disney and will bring guests on a journey through Disney's most memorable music and movies. All proceeds of this show will benefit **Make-A-Wish Southern Nevada**. For more information, visit longlifefitanddance.com.

The Utah Shakespeare Festival kicks off its 2016 season on Monday, June 27, at the Beverley Center for the Arts in Cedar City, UT. The 2016 season includes *Shakespeare's Much Ado about Nothing*, *Henry V*, and *Julius Caesar*, as well as *The Three Musketeers*, *The Cooanuts*, *Mary Poppins*, *The Odd Couple*, and *Murder for Two*. The season will run through Saturday, October 22. For hours and ticket information, visit bard.org.

Congratulations

The National Breast Cancer Foundation, Inc. recently granted \$36,654 to **Dignity Health-St. Rose Dominican's** R.E.D. Rose (Responsible Early Detection) program to pay for mammograms and ultrasounds for under- and uninsured women.

Anthony Cabot, a partner in the gaming practice group at **Lewis Roca Rothgerber Christie LLP**, is the only U.S.-based attorney to achieve the Star Individual rating for gaming and gambling in the Chambers Global 2016 publication.

The Howard Hughes Corporation announced that Downtown Summerlin earned Silver certification status from the U.S. Green Building Council in its Leadership in Energy and Environmental Design (LEED) program.

IKEA Las Vegas opened its doors to its first Nevada location on May 18. The store opened with a traditional Swedish log-sawing ceremony. The 351,000-square-foot facility features 10,000 exclusively-designed items, a 450-seat restaurant, 43 room settings, a supervised play area for children, and 1,300 parking spaces.

Space City Assembly LLC was awarded the best furniture assembly company in Las Vegas for 2015 and 2016 by Thumbtack.com.

Jennifer DeHaven, CEO of Las Vegas staffing agency **Millenium Staffing Solutions**, was awarded the 2016 Nevada Small Business Association's Woman Owned Business of the Year.



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Ribbon Cuttings

CELEBRATING BUSINESS GROWTH

To arrange your ribbon cutting, contact Georgia Allen at 702.586.3838 or email gallen@lvchamber.com



SHOW CREATORS

Show Creators, located at 4465 W. Sunset Rd., announced its grand opening and ribbon cutting. Show Creators is an entertainment production company that develops concepts and content for today's connected audiences. SCL offers a diverse portfolio of services, including production and support for theatrical, film, and event applications, as well as recording, photographic, and theatrical studios at its Las Vegas facility. Call 702.243.3036 or visit showcreatorsstudios.com or theshowbots.com.



RED ROCK FERTILITY CENTER

Dr. Eva Littman invited the community to join Red Rock Fertility Center at its celebration and grand opening of its new state-of-the-art facility, located at 9120 W. Russell Rd, Ste. 200. Call 702.749.4642 or visit lasvegASFertility.com.



THE APOTHECARIUM

The Apothecarium, located at 7885 W. Sahara Ave., Ste. 112 celebrated its grand opening and ribbon cutting. The Apothecarium is a licensed, full-service medical cannabis dispensary that provides its members access to a wide variety of appropriately priced medication in a safe, well-appointed setting. A broad spectrum of medicinal options are available, including flowers, edibles, topicals, and concentrates. Call 702.564.6420 or visit apothecariumlv.com.



NEW AMERICAN FUNDING

New American Funding announced its grand opening at its new location at 8906 Spanish Ridge Ave., Ste. 201. New American Funding is an all-inclusive mortgage banker, committed to integrity and efficient lending. New American Funding has brought the entire loan process in-house — origination, processing, underwriting, funding, and servicing — so it can offer its clients and partners the fastest closing times in the industry. Call 844.869.7767 or visit newamericanagent.com.



LVIP DINING

LVIP Dining, a social venture dining club whose mission is to help end hunger for the children of Southern Nevada, celebrated its pairing with Three Square Food Bank and volunteers from the community for its ribbon cutting. For more information call 702.757.6600 or visit lvipdining.com.



ENCLAVE

A March 9 groundbreaking ceremony marked the start of construction on Enclave, a new 75,000 square-foot multi-function event venue scheduled to open in January 2017, located within a mile of McCarran International Airport and four miles off the Las Vegas Strip. Call 702.747.9900 or visit enclavelv.com.

PC - President's Club **\$** - Chamber Member Discount



CHIAM RESTAURANT

ChiAm Restaurant announced its second Las Vegas location at 6300 W. Charleston Blvd., Ste. 170. ChiAm prides itself on selecting only the top quality ingredients for use across its signature dishes. Menu items are prepared daily to ensure only the highest quality and freshness. Call 702.307.1500 or visit chiamrestaurant.com.



PC DIGNITY HEALTH-ST. ROSE DOMINICAN

As the community's only not-for-profit, faith-based health system, Dignity Health-St. Rose Dominican, has been guided by the vision and core values of the Adrian Dominican Sisters for close to 70 years. Dignity Health's newest location announced its groundbreaking, located at 1550 W. Craig Rd. For more information, visit strosehospitals.org.



KANGAMOO INDOOR PLAYGROUND

Kangamoo Indoor Playground commemorated its grand opening, located at 1525 E. Sunset Rd., Ste. 7. Kangamoo is an adult-supervised children's play center that features more than 9,500 square-feet of family fun. Children ages one through 10 will enjoy active and creative play, while their parents indulge in massage chairs, do-it-yourself beauty stations, an indoor track, and free Wi-Fi with charging stations. For more information, visit kangamoo.com.



PC NEVADA STATE BANK

Nevada State Bank announced its grand re-opening celebration for its Mountain's Edge branch located at 9305 S. Cimarron Rd. Founded in 1959, Nevada State Bank serves 20 communities across the state of Nevada. Call 702.383.0009 or visit nsbank.com.



MY HOUSE FITNESS

My House Fitness announced its grand opening at 9460 W. Flamingo Rd., Ste. 120 with County Commissioner Susan Brager, Congressional representatives, friends, family, staff, and Metro Chamber staff and volunteers. Call 702.800.2702 or visit myhousefitness.com for more information.



HISCORES BAR ARCADE

HiScores Bar Arcade and The Players Club opened its second location at 4785 Blue Diamond Rd. This is Las Vegas' only bar-arcade where the games are free, the food is great, and best-in-industry craft beers flow from taps. Call 702.888.1999 or visit thiscoreslv.com.

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CHAMBER**
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business expo
2016

Wednesday, June 10 | 11:00 a.m. - 5:00 p.m.
Cashman Center | 850 Las Vegas Blvd. North

Exhibitor opportunities still available exclusively
to Metro Chamber members in good standing.

**Get your tickets and exhibit booth at
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Exclusive Education Station Sponsor:





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Samples from some of Las Vegas' most **popular restaurants and eateries**

The Procurement Lounge, where you can meet **one-on-one with purchasing representatives** from different public agencies and entities and find out how you can do business with the government

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NEW! Be sure to check out "Chamber U Live" education stations, with 30-minute educational sessions throughout the day! Session topics include:

- Small business lending -
- How to become certified as an emerging small business -
 - Hiring & retaining quality employees -
 - Access to capital - cash flow & finances -
- Extended tax laws and the Affordable Care Act -
 - Protecting your business from cyber crime -
- How to become a certified subcontractor at McCarran International Airport -
 - What you need to know about employment background checks -

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Federal Rules Change for Employers and Employees

T

he U.S. Department of Labor (DOL) issued new administrative rules relating to overtime regulation for salaried employees. These rule

changes will impact employers across the nation, including those in Nevada, beginning December 1, 2016. The U.S. DOL issued the new rules after proposing draft rules in 2015 and sought public comment from impacted groups. It is estimated that more than 270,000 comments were submitted during the 60-day comment period.

The Metro Chamber as the largest and broadest business organization in Nevada, is supportive of fair and competitive wage, however, filed a letter expressing its concerns regarding the proposed rules because of the substantial burden that it may create for employers by making these extensive changes to the salary threshold.

Here's what you need to know about the new rules:

- The new changes to the Overtime Rule will move the threshold for managers from the current level of \$23,660 annually (\$455 per week), to \$47,476 annually (\$913 per week) - which is an increase of more than 100 percent. U.S. DOL's proposed level was originally \$50,440 (\$970 per week), which the Metro Chamber opposed.
- The DOL's new rules will

automatically update the salary threshold of employees every three years. The increase will be based on the fortieth percentile of full-time salaried workers in the lowest region of the country (currently, the Southeast region of the U.S.).

- In the original proposal, the increase would have been on an annual basis. These increases may have been based on percentiles of earnings for full-time salaried workers or inflation. The Metro Chamber was also opposed to annual increases and how that increase would have been calculated since it was unclear in the proposal.
- The new rules also set the total annual compensation requirement for highly compensated employees (HCEs), subject to a minimal duties test to the annual equivalent of the ninetieth percentile of full-time salaried workers nationally at \$134,004.
- There is no small employer or non-profit exemption with the new regulations issued by the U.S. DOL.
- There will be no changes to the duties test by the U.S. DOL.

The Metro Chamber is concerned that these administrative changes may hinder job creation and growth in the economy. Employers may also have to cut down on the number

of managerial positions they offer, making it more challenging for employees to climb the professional ranks and leading to more inequity in the workforce.

According to the National Federation of Independent Business, 44 percent of small businesses will be impacted by these new rules and it may impact 10 million employees. The reality is that small employers may be forced to reclassify employees from salary to hourly. This may also impact future salary increases, bonuses, and flexibility for employees.

CALL TO ACTION

The Metro Chamber urges its members to contact their Congressional representatives and let them know that they support the passage of Protecting Workforce Advancement and Opportunity Act, which is S. 2707 in Senate and H.R. 4773 in the U.S. House of Representatives.

The intent of the legislation would protect employers by preventing the U.S. DOL from enforcing the administrative rules with Congressional action. The bill would also require the Secretary of the U.S. Department of Labor to conduct a comprehensive and extensive economic analysis of the impact those changes would have on employers.

For more information about these changes to the rules, visit dol.gov or contact the Government Affairs department at 702.641.5822.

MEET THE CANDIDATES



Just in time for the 2016 election season, this summer's Business First event will give attendees the opportunity to meet the men and women running for office. "Meet the Candidates" will connect business leaders and election hopefuls in a face to face setting allowing attendees to ask questions directly of the candidates. Sponsored by Fennemore Craig and Wells Fargo, the Business First series brings leaders together to address topics decision-makers find vital to running their companies.

An overview will appear in the August issue of *Nevada Business Magazine*, but in order to have your questions answered directly from the candidates themselves, you'll need to attend.

Don't miss this opportunity, reserve your seat today.

SAVE THE DATE!

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- Robert Newman, Assistant VP & Relationship Manager: City National Bank
- Heather Wilde, Unicorn Whisperer: ROCeteer
- Abigail Miller, Manager of Public Relations: The Venetian | The Palazzo | Sands Expo

Register at VegasYP.com

You Can't Win a Game of Poker if You Don't Have a Seat at the Table

By Kurt Walker, Founder and President, Fundbrella

My father always used to remind me that one of the easiest things in life is to simply ask. "It never hurts to ask," he said. "The worst that can happen is that you are told no." He would also counsel me to keep in mind that you can't win at the game of poker if you don't have a seat at the table. This message carried with it so many lessons, but what I took away was that being amongst greats would serve as a catalyst for my endeavors.

We have all heard that it's not what we know, but WHO we know, whether it's the music business, gaining access to the leadership in a city, or the even banking. It really often does come down to who we know. Why is this? How many of us will take a call or be more willing to help someone with whom we already have a relationship? Marketer and networker extraordinaire Joe Polish says that we are much more likely to do favors and want to do business with those he says we, "know, like, and trust."

Should it come as a surprise that relationships are at the heart of everything we do in business? Time and time again, market research shows that the best companies have a highly communicative and supportive relationships with their customers and clients.

Upon a visit to Vegas and the Downtown Project, *New York Times* bestselling author Keith Ferrazzi asked the crowd at the Learning Village how many of them had a business plan. Almost everyone in the room raised their hand. He then asked them how many of them had a "people plan." To follow up, he said, "Everything you do and accomplish will come by and through others." Think about that for a minute. Are we adding value to others and enlisting their help to realize our goals as well?

Business is a team sport. We spend so much time with our coworkers and colleagues. When we partner, it's akin to getting married. Better choose wisely. When I reflect at the past 15 years in business, it's the same two dozen people with whom I have seen the most repeated productive and financial success. How is that for the right partnerships?

Much like a "choose your own adventure" novel, Las Vegas is such a chameleon, offering (almost) any experience anyone could desire. So often characterized for its glitz and glamor, one can easily miss the spectrum of opportunity here to build and cultivate successful and mutually productive partnerships and business relationships. Are you leveraging your opportunities to build meaningful relationships and partnerships?



Fusion Mixer @ CHAYO



It was VYP loves UNLV night for the May Fusion Mixer! Attendees mixed, mingled, built their business, and showed their Runnin' Rebel pride at Chayo inside the Linq. Photo credit: Thomas Tran

The Final Word

MAY ACCOMPLISHMENTS

M

ay gave us plenty of reasons to celebrate: small businesses, a thriving travel industry, and great relationship-building opportunities for the business community. Here are a few things that Metro Chamber did for you in May:

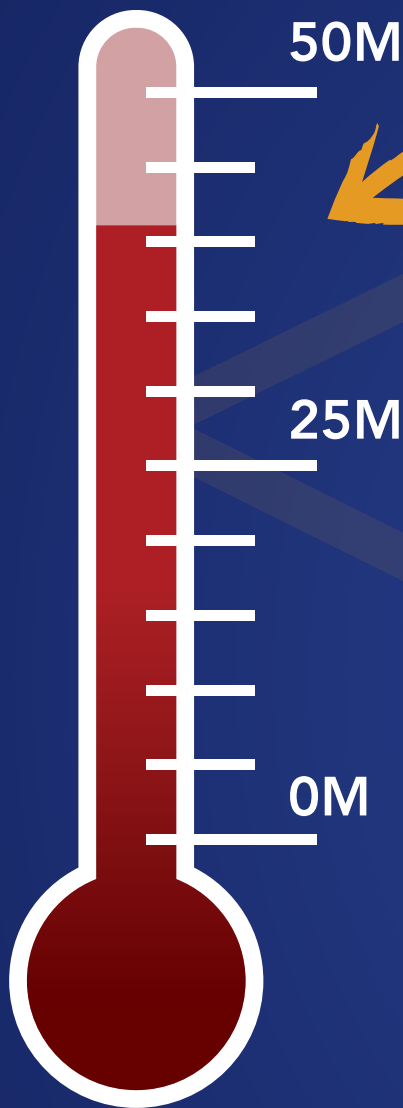
- Celebrated National Travel and Tourism Week by participating in the week-long events like Rally Day and a special Travel and Tourism reception.
- For National Small Business Week, highlighted the ways small businesses can get involved with the Small Business Administration to boost their enterprises.
- Worked alongside Southern Nevada legislators and business leaders to advance regional priorities for the 2017 legislative session during the Southern Nevada Forum.
- Engaged with community leaders and received policy highlights and updates from U.S. Congresswoman Dina Titus during Eggs & Issues.
- Wrapped up another successful semester of Chamber University with sessions on ramping up business during the summer and how to maximize your tradeshow experience.
- Created new connections and made meaningful new partnerships with Vegas Young Professionals during May's Fusion Mixer at Chayo at the LINQ.
- Celebrated business milestones at more than a dozen ribbon cutting ceremonies.
- Cultivated high-level relationships between President's Club members and BizPAC supporters during a special reception at the Ethel M Chocolate Factory.
- Recognized the dedicated employees of Las Vegas during a special Customer Service Excellence celebration at a Las Vegas 51's game at Cashman Field.
- Brought high-powered women together for the Executive Women's Luncheon at Altura by Toll Brothers featuring author of *The Race for Paris*, Meg Waite Clayton.



- Mixed and mingled with Leadership Las Vegas and Leadership Advance alumni and potential applicants during the recruitment mixers for the leadership programs.
- Gave Business Expo exhibitors the resources and exhibiting information they need to maximize their experience during the Business Expo Exhibitor Workshop.

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